

# Comparisons of Job Characteristics

**Focus Occupation: Cost Estimators (13-1051)**  
**Associated Occupation: Sales Engineers (41-9031)**

Compare Knowledge  
 Compare Skills  
 Compare Abilities  
 Compare Detailed Work Activities  
 Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 55

**Focus Occupation: Cost Estimators (13-1051)**  
**Associated Occupation: Sales Engineers (41-9031)**

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Customer and Personal Service	11.3	20.5	8.5	<<	Extensive education and/or training may be required
Sales and Marketing	5.2	19.5	3.9	<<	Extensive education and/or training may be required
Engineering and Technology	5.7	18.0	14.6	<<	Extensive education and/or training may be required
Computers and Electronics	8.4	15.1	12.0	<<	Extensive education and/or training may be required
Design	5.2	13.6	10.6	<<	Extensive education and/or training may be required
Physics	4.3	9.8	5.6	<<	Extensive education and/or training may be required
Telecommunications	3.9	7.2	4.6	<<	Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 75

**Focus Occupation: Cost Estimators (13-1051)**  
**Associated Occupation: Sales Engineers (41-9031)**

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Persuasion	7.4	15.0	10.1	<<	Extensive development of skills in this area may be required
Judgment and Decision Making	9.4	14.5	11.0	<<	Extensive development of skills in this area may be required

Social Perceptiveness	9.1	13.9	9.2	<<	Extensive development of skills in this area may be required
Systems Analysis	6.5	12.3	10.1	<	A higher skill level may be required
Negotiation	6.8	12.2	8.5	<<	Extensive development of skills in this area may be required
Service Orientation	7.9	12.0	6.1	<<	Extensive development of skills in this area may be required
Systems Evaluation	6.4	11.9	8.3	<<	Extensive development of skills in this area may be required
Technology Design	2.6	8.5	2.9	<<	Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 93			
Focus Occupation: Cost Estimators (13-1051) Associated Occupation: Sales Engineers (41-9031)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	18.0	13.3	<<	Extensive improvement in abilities may be required
Oral Comprehension	12.5	16.5	13.3	<	Some improvement in abilities may be required
Written Comprehension	11.0	15.9	12.3	<<	Extensive improvement in abilities may be required
Speech Recognition	9.9	15.0	11.4	<<	Extensive improvement in abilities may be required
Deductive Reasoning	10.6	14.4	12.6	<	Some improvement in abilities may be required
Speech Clarity	10.2	13.9	11.0	<	Some improvement in abilities may be required
Fluency of Ideas	7.6	13.0	10.1	<<	Extensive improvement in abilities may be required
Information Ordering	9.9	12.8	11.0	<	Some improvement in abilities may be required
Category Flexibility	9.0	11.9	10.4	<	Some improvement in abilities may be required
Number Facility	6.3	10.7	14.6	>>	Current ability level is likely more than sufficient
Memorization	5.6	9.5	6.0	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common	Similarity of Focus Occupation to Associated Occupation: 74
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**Focus Occupation: Cost Estimators (13-1051)**  
**Associated Occupation: Sales Engineers (41-9031)**

Work Activities	Exclusivity of Activity
Bid engineering, construction or extraction projects	80
Estimate cost for engineering projects	69
Estimate time needed for project	64
Estimate time or cost for installation, repair, or construction projects	54
Read blueprints	10
Understand engineering data or reports	48
Understand technical operating, service or repair manuals	6

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

**Similarity of Focus Occupation to Associated Occupation: 94**

**Focus Occupation: Cost Estimators (13-1051)**  
**Associated Occupation: Sales Engineers (41-9031)**

Tools and Technologies	Exclusivity
Business function specific software	1
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.